

# Powerful solutions **in STP**



ASTILLEROS DE  
**MALLORCA**



# Customer service, the lifeblood of our business

Good customer service is paramount to maintaining our special relationship with our clients - past, present and future. Our many loyal clients will testify that without good service they wouldn't return year after year ...

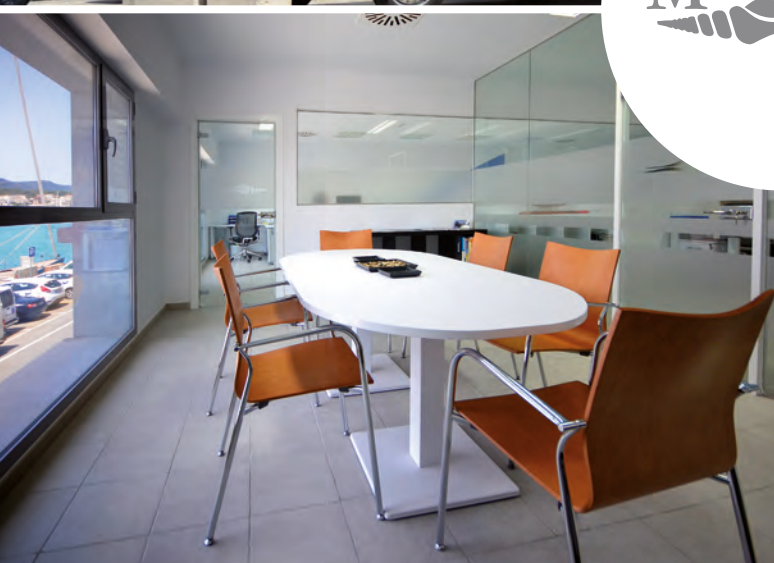
Working in a country where one doesn't speak the language can be frustrating and time consuming, our multilingual staff are here to help and advise as best they can - and if they can't help you ... they will certainly know someone who can!!

**Our door is always open... Please feel free to pop by and find out more.**

Now having fully manned offices in the Global building, we are able to offer you directly from STP, the following services:

- 1 TPA & tax free invoicing (when possible).
- 2 Technical Office & Design Work.
- 3 Special Survey for Lloyds, ABS, BV and others.
- 4 Dedicated Project Managers.
- 5 Purchasing Department - Special Purchases & Part Sourcing.

**The yard's workforce preserves the rich heritage of the old artisan's tradition and has constantly kept an eye on the future, investing in upgrading the facilities with the latest in technology and machinery.**







Mallorca has become the turntable for those Superyachts that run both Caribbean and Mediterranean seasons. With a wide range of services, Palma is the ideal “pit stop”, refit and repair center in the Mediterranean.

## More than 250 yachts are refitted or repaired at Astilleros de Mallorca every year

Always faithful to our philosophy of providing top quality service we are proud of our daily commitment to continuing to meet all required quality and safety requisites of the most important Classification Societies, Associations, etc.

Our effort has been recognized and backed up by important awards such as Boat International's Superyacht Award for Best Refit and also our ecological awareness prize CAEB received for our Environmental Management System in all areas of the company.



# Astilleros de Mallorca, workshops in STP



## Piping works

All piping works are always carried out with the back up of the main yard close by, should the work be of a size or nature that cannot be handled within our on site workshop.

Piping work forms an integral part of a vessel's systems and much is related to below waterline, thus coming into relation with hauling.

As a result, we have set up a specialized piping workshop within the STP area, to cover all the piping requirements regularly encountered; steel, aluminium, copper nickel, stainless steel, duplex, various types of plastic etc.



PIPING



HYDRAULIC PIPING



APPLICATIONS & CNC CUTTING



## Metal works

Metal has always been one of the basic ingredients in the shipyard's history. Our craftsmen not only have preserved the heritage of old traditions, but have also developed these techniques to forge authentic and unique custom made stainless steel masterpieces.

Our experience in the construction of commercial vessels, gives us a unique insight into combining new and time honoured techniques and has made huge strides in the efficiency, cost-effectiveness and precision of its methods in the past decade or so.

Typically requested are tank replacements, hull plating (especially in chain lockers and forepeaks), keel modifications and other structural works such as stabilizers, engine beds and superstructure modifications.



STEEL & ALUMINIUM WELDING



STAINLESS STEEL



## Mechanical engineering

Astilleros de Mallorca stands ready to meet all mechanical repair and conversion requirements of the marine industry.

Our capabilities include a fully qualified engineering department, a machine shop and the equipment and personnel required to carry out field service work on specialist subjects.

General mechanical works including main and auxiliary machinery; shafts, stabilizers, rudders, windlasses, thrusters and any other mechanical needs within the engine room. All the above, within our regular scope of works.



SHAFT LINE



STABILISERS



MACHINERY



# We have expanded our capacities



INSTALLATION



DIAGNOSIS



REPAIR



TESTING



LASER PARKER



SERVICE MASTER

## Electrical engineering

Modern vessels are constantly becoming more dependent on both electrical and electronic needs. This results in a constant demand for repairs, modifications, upgrades and trouble shooting.

Our department covers all of this, specializing in the field of main power panels, power generation and paralleling; all of these to the requirements of the Classification Societies.

Furthermore, we have two load banks available for testing and setting up of major equipment.

## Hydraulic workshop

Hydraulic services have been in demand since many years and Astilleros has made a step forward investing in the latest generation of hydraulic equipment. A highly qualified, expert team is now ready to offer a specialized broad range of services at its facilities in both the Main shipyard and it's STP branch.

- Hydraulic design and installation Power packs
- Pump and motor repair Flushing
- Oil condition monitoring
- Servicing of rigging components
- Hose crimping and fabrication



# Service roles for our clients, the biggest dedicated workshops at STP



Astilleros de Mallorca (AdM) counts with a dedicated office in STP with multilingual staff, covering Customer service, Project Management, Technical & Design Office, and Purchasing.

Astilleros de Mallorca also has the biggest dedicated workshops at STP for mechanical, piping, hydraulic, metal, and electrical works.

Our office and workshops at STP are backed up and reinforced by our main shipyard, which is located 1 km away from STP. This gives us an unrivalled flexibility with regards to the human and technical resources we can provide to the projects.

Our flexibility is also present in the range of service roles we can offer to our Clients. Five different options are possible:

## **1 Astilleros de Mallorca as "MAIN CONTRACTOR"**

### **Coverage**

- Project Management
- Technical Support.
- TPA Management.
- Haul out and mooring assistance on STP.
- Full responsibility and warranty of all works performed on board.
- Ship Repairers liability insurance (coverage up to 30,000,000 €), standard and legal civil liability insurance.
- Responsibility and coordination of the Health, Safety, and Environmental matters, according to Spanish law. Tax & Legal advice.

### **Costs associated**

- 1% insurance cost
- Those works done by AdM or by any of our preferred subcontractors will not include any extra fee.
- For the rest of the subcontractors, 10% fee will be added to all invoices.

## **2 Astilleros de Mallorca as "PROJECT MANAGER"**

### **Coverage**

- Project Managing and coordinating all works to be done on board by AdM and the remaining subcontractors are chosen by the Yacht, who in this case will act as "MAIN CONTRACTOR".

### **Costs associated**

- Hourly rate

## **3 Astilleros de Mallorca as "SUBCONTRACTOR"**

### **Coverage**

- AdM just working as a subcontractor from the Yacht, who in this case will act as the "MAIN CONTRACTOR".

### **Costs associated**

- 2017 Astilleros de Mallorca's Labour Rates.

## **4 Astilleros de Mallorca as "TPA AGENT"**

### **Coverage**

- AdM just working as a TPA Agent for the Client, who in this case will act as "MAIN CONTRACTOR".

### **Costs associated**

- 3% fee.

## **5 Astilleros de Mallorca as "TPA AGENT & PROJECT CONSULTANT"**

### **Coverage**

- AdM working as a TPA Agent for the Client, who in this case will act as "MAIN CONTRACTOR".
- AdM dedicates a Project Manager working as Project Consultant on the following aspects:
  - 1 Haul out and mooring assistance in STP.
  - 2 Subcontractor's guidance.
  - 3 Planning advice.
  - 4 Technical advice.
  - 5 Tax & Legal advice.
  - 6 Financial coverage for suppliers up to 50.000 € & 1 week delay.

### **Costs associated**

- No fees on works carried out by Astilleros de Mallorca or our preferred subcontractors.
- For the rest of the subcontractors, a 5% fee will be added to all invoices.



## How to choose your TPA agent in STP



When deciding which company will manage your TPA, there are a number of things to be taken into account:



**Handling fee:** most companies subcontract all the works, applying a handling fee on every subcontractor's invoice. It is more economic to choose a company that has workshops and does not mark up its own works.

Even better if that company does not mark up the contractors with whom they have a commercial agreement.

We have commercial agreements with many of the top international & local brands, and we are also Official Dealers and Service Providers for a number of brands, such as Naiad Dynamics, Atlas Marine, Fabbri Fiore, Cathelco, Woodward-DSF, Chockfast, PropSpeed, Yachtica, HRO-Dessal.

**Materials Management:** customs require that all the materials replaced are kept onboard or on the premises.

The non compliance of this can carry strong penalties. You should choose a company with good facilities and logistics.

Astilleros facilities in the Main Shipyard and STP can be used for projects independently of where the vessel is located.

Therefore we have plenty of space to store parts in secure areas until the project is finalized.



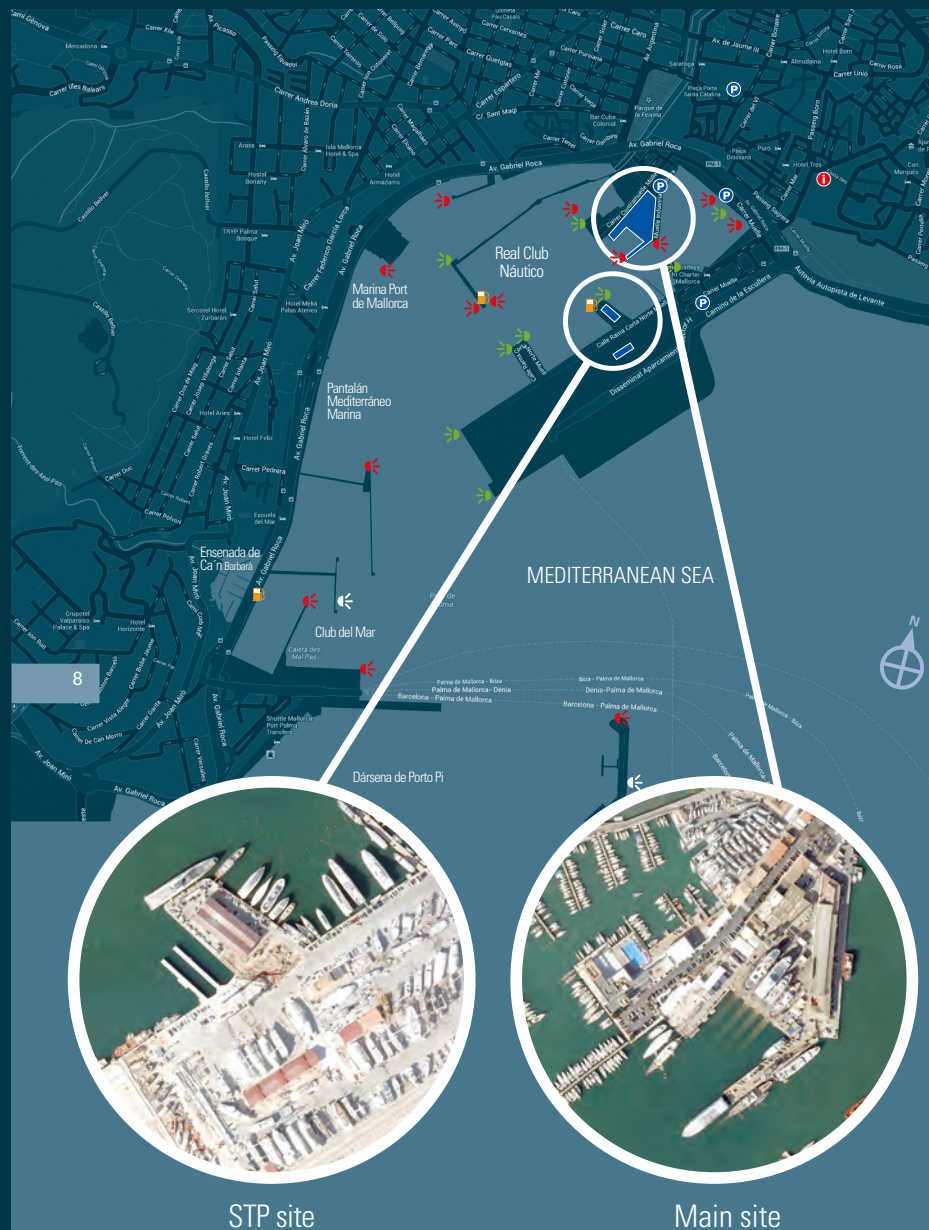


# Best location, in the Mediterranean

Astilleros de Mallorca has two locations; the main facility and the new STP facility. They are both strategically located on the edge of the city of Palma. Mallorca enjoys a typical Mediterranean climate of hot, dry summers and mild winters.

The International airport at Palma de Mallorca is a 10 minute drive from the shipyard, offering regular flights throughout the year to all main European airports.

Mallorca is geographically on route for any vessel entering or exiting the Mediterranean, thus making it a convenient stop in all aspects.



## Our method efficient and environment friendly



Quality, our driving force  
since 1942

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